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### BS News

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# BSNews

September 1995

IRISH BUILDING SERVICES NEWS

## Heatmerchants Acquire Jim O'Connell Heating & Plumbing

**H**eatmerchants Ltd has consolidated its position in Cork and the Munster region at large by acquiring Jim O'Connell Heating & Plumbing Ltd, the long-established Turner's Cross-based major force which has a significant business in the Cork area.

Commenting on the acquisition Jim Casey, Heatmerchants' Group Chairman, said: "As a nationwide company Heatmerchants has been

anxious for some time to expand and develop a very significant business in the South West region. We already have a very successful Heatmerchants and Tubs & Tiles outlet in Cork at Penrose Quay and we consider ourselves particularly fortunate to have negotiated a mutually-satisfactory acquisition deal with Jim O'Connell".

Jim O'Connell also expressed his satisfaction with the deal. As we went to press he told *BSNews*: "Jim O'Connell Heating has been a major force in Cork for many years. With the Heatmerchants' strengths now added, we are looking forward to doing an even better job for all our customers and to a very bright future. As Managing Director of Heatmerchants (Cork) Ltd I'm very happy to accept my seat on the Heatmerchants' board and look forward with enthusiasm to the new arrangements, and to the challenge ahead."

While the deal represents the 100% acquisition of Jim O'Connell by Heatmerchants, in practice the situation will operate more like a merger with the strengths of both businesses being combined to better serve the broad customer base of the two operations. All staff members



Jim O'Connell pictured with Jim Casey and Michael Lucitt of Heatmerchants in Cork recently following the signing of the agreement which has created what is arguably the strongest heating and plumbing supplier force in the South West Region.

at Penrose Quay and Turner's Cross are being retained.

"Both outlets will continue to operate as heretofore", says Michael Lucitt, Heatmerchants' Managing Director, "Penrose Quay trading as Heatmerchants under Branch Manager Philip Gray with Turner's Cross trading under the new name of O'Connell Heatmerchants.

Both now form Heatmerchants (Cork) Ltd with Jim O'Connell acting as Managing Director. Existing and new customers throughout Cork City, Cork County, County Kerry and parts of Limerick and Waterford can look forward to an even more comprehensive and professional service than before."

### APPOINTMENT



Wavin Ireland has appointed Fergal McGeough as Production Manager of the injection moulding and extrusion plants at Balbriggan. He takes over from Joe Curtis who has moved to Wavin bv Holland to take up the position of Human Resources Manager for the Group. Fergal joined Wavin in 1980 and has served in various managerial positions for the company, including General Manager of Wavin operations in West Africa. He returned to Balbriggan in 1990 as Engineering Manager.

## Boiler Suppliers and Installers Beware!

The 1990 Directive of the EU Council relating to appliances burning gaseous fuel — which became law in 1992 and whose requirements will become absolute on 1 January 1996 — has major legal and commercial implications for all involved in the selling, installing or servicing of gas appliances, whether fuelled by LPG or natural gas.

Enforcement is expected to be rigid with liability for compliance resting with any person or company who places an LPG or natural gas fired appliance on the market. "Placing" in this context is taken to mean the sale, replacement or giving for free of such an appliance.

So, what's it all about? For the answer see page 25 for a synopsis of a paper presented to the industry, under the auspices of an IDHE meeting recently, by Pat Walshe and Tom Kennedy of Bord Gais.



# BTUtiful



For style and elegance with BTUtiful traditional design and craftsmanship of yesteryear, the Chappee cast iron "Floreal" is the ideal radiator choice for a "classy" finishing touch in period buildings, or a spectacular contrast in contemporary settings. The "Floreal" is supplied in "old grey" natural shade but of course can be painted in any colour of your choice to enhance/complement your particular setting.

Despite its traditional origins, the "Floreal" is a very efficient and effective heating medium and is available in a range of sizes.

To see the full range of BTUtiful cast iron radiators, drop in to the Hevac showroom today.



**Hevac Limited**

70/72 Lower Dorset Street, Dublin 1. Tel: 830 1211, Fax: 830 1990.

# Building Services News\*

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The Registered Heating Contractors  
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bodies. Essentially, our circulation is virtually  
saturation coverage of all those with an  
interest and/or involvement in the industry.

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Breaking new ground with pioneering designs – a 4-page full colour special.

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### BORD TRACHTALA HVAC ROADSHOWS

This second series in the Bord Tráchtála-sponsored programme of HVAC  
roadshows promises to be even more successful than the inaugural event of last  
year. Venues this year are Galway, Dublin, Cork and Belfast.

## PAGE 25

### SUPPLIERS AND CONTRACTORS BEWARE!

The EU Gas  
Directive  
90.396.EEC –  
whose  
requirements  
become absolute  
on 1 January  
1996 have major  
legal and  
commercial  
implications for  
anybody selling,  
installing or  
servicing gas  
appliances.



A section of the large attendance at the IDHE seminar on the  
new EU Gas Directive

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### POWRMATIC AIR HEATERS – EX-STOCK, COMPETITIVE PRICES

Availability and price are all-important when it comes to air heaters. Heating  
Controls & Devices (Irl) Ltd guarantee ex-stock availability at the most  
competitive prices on the market.

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### BTU NEWS

A round-up of latest BTU events.



# Plan Expo Signals New Expansion Phase For B J Caraher

The presence of BJ Caraher (Distributors) Ltd on Stand Nos: A13, A39, A43 and A44 at the forthcoming Plan Expo '95 exhibition at the RDS Main Hall Complex in Dublin (19/20/21 October) signals the beginning of a new phase in the company's expansion programme which is aimed at securing steady, sustained growth within the Republic of Ireland. It's only two years since the company first seriously entered the marketplace but already its market share across quite a diverse product portfolio within the plumbing sector has shown significant growth and penetration.

BJ Caraher (Distributors) Ltd is perhaps Northern Ireland's largest independent distributor to the building services industry with a pedigree and reputation for quality goods and quality service stretching back over 40 years. The core principle upon which success to date has been achieved is based on the provision of a comprehensive range of quality products from brand-leading names covering all primary market segment requirements.

Reinforcing this package is a thoroughly-professional support mechanism which comprises ex-stock availability; deliveries to the customer-designated location and at the specific time requested; an efficient, yet friendly and very personal, manner of trading relationships; and one of the most professional after-sales care systems in the industry.

Managing Director Aidan Vance and Jim Ennis who is directly responsible for sales in the Republic of Ireland invite you to join them on Stand Nos A13, A39, A43 and A44 at Plan Expo to view representative samples from the vast product portfolio and discuss how they may be of service to you.

## The Brands & Product Portfolio

BJ Caraher (Distributors) Ltd's product portfolio is made up of internationally-renowned, brand-leading names, the objective being to supply all requirements of the heating and plumbing industries with quality products in each of the respective product categories catered for. The following is a brief pen-picture of the primary names concerned, giving a broad outline of their pedigree and the scope and extent of the ranges.

- ☐ Ideal Standard — Sanitary ware
- ☐ Matki — Shower enclosures
- ☐ Flamco Brefco — Sealed & unvented heating market specialists
- ☐ Albion — Copper cylinders, plumbed units and calorifiers
- ☐ Royal Venton — Sanitary ware
- ☐ Trevi — Power showers

## Wednesbury Tube

Wednesbury Tube is part of Glenwed International and manufactures copper tube for the domestic, engineering and industrial markets.

Only the highest-quality base materials are used with exacting quality control procedures being applied to the production process.

The entire range complies with all relevant Irish and European standards.

## Ideal Standard

Since 1875 Ideal-Standard has built a reputation for using design to create the highest quality bathrooms manufactured to exacting standards.

Ideal-Standard's reputation for quality is built on a combination of new technology and skilled craftsmanship. All the ceramic basins, WC suites and bidets are made of bitreous china, fired at a white-hot 1220°C to create an exceptionally hard and non-porous porcelain. It is extremely durable and ultra hygienic. Each piece is individually moulded and then finished and checked by hand. Quality control is rigorous.

Each bathroom piece needs to look good, not just on its own but as part of a group and should also be completely functional. This philosophy has ensured that Ideal-Standard has led the way in bathroom design and innovation. The company has pioneered exciting colours and has commissioned leading European designers to produce new ranges of sanitary ware with complementary baths and taps and mixers.



One of many bathroom designs by Ideal Standard



## Flamco Brefco

Flamco Brefco are specialists in sealed and unvented heating markets and also make all classes of flue pipe.

Typical products include the following:-

Supastak AF prefabricated stainless steel insulated chimney system to BS 4543 Part 2. Suitable for all fuels;

Supastak Zalutite twin wall gas flue system, aluminium liner and Zalutite outer casing, to BS 715 1989;

The updated Supastak range is fully interchangeable with the major chimney and flue manufacturers;

Supafloor vitreous enamelled steel flue system. The only flue of its type to carry a British Board of Agrément Certificate. Now available in matt black finish. Suitable for all fuels.

## Trevi Showers

This unique range of showers offers the versatility to custom design the shower of your choice. Everything from deciding on the addition of a pump, turning it into a power shower, to choosing the type of shower fittings, heads and spray patterns needed is included.



The Trevi Jet power shower from Ideal Standard

Trevi is made to Ideal-Standard's uncompromising design, quality and safety standards. The Trevi Therm for example cuts out within 1.3 seconds of a water failure. All showers except Jet feature the "no drips" ceramic disc technology invented by Ideal-Standard, and precision-engineered brass bodies, to ensure trouble-free performance. For this reason, every shower carries a 5-year guarantee on all parts.

Benefits include power on any level; precise control; safety assured; simple operation; and ideal for children/elderly.

## Albion

Albion are commonly referred to as "The Cylinder People". They manufacture domestic copper cylinders, pre-plumbed units and commercial calorifiers.

Albion's special strength is in its Superduty range — a cylinder that reduces total running costs and can continuously fill subsequent baths every seven minutes.



A number of examples from the Albion range of domestic copper cylinders, pre-plumbed units and commercial calorifiers

## Matki

Matki designer shower surrounds, doors and enclosures are highly-distinctive, very often setting fashion styles and bathroom trends which other manufacturers seek to emulate.

Beautifully crafted and presented in five stylish collections, there is a solution to satisfy all requirements.

Included are doors to fit openings from 605mm up to 1600mm in a wide variety of styles and finishes.



Matki shower surrounds, doors and enclosures are available in five stylish collections

## Royal Venton

Royal Venton — which is part of Ideal Standard — provides the assurance of quality and value-for-money that only a long-established brand name can provide.

Based in Middlewich, Cheshire, Royal Venton draws on a 60-year tradition of ceramic bathroom ware manufacture to meet the very modern needs of today's bathroom buyer.

That includes attention to quality — from the beautifully-finished fittings to the co-ordinated acrylic baths. It includes a choice of stylish suites, from traditional to modern, available in a range of subtle colours to suit individual tastes.



Royal Venton for choice, style, quality and value

## CONTACT

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(distributors) Ltd,**

Dorphen House,  
29 Belfast Road,  
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# Corrosion – Treatment and Prevention



**In this article Sentinel's John Lane discusses pin-hole failure of radiators and the reasons why corrosion occurs. He goes on to discuss preventive measures and how they relate to the British Standard Code of Practice, BS7593.**

## Pitting Corrosion

Pitting corrosion is the cause of true pin-hole failure. The internal appearance of the radiator is identical to the external, often as though a hole has been drilled. Pitting is the result of severe localised attack. Such attack is normally caused by the presence either of large amounts of oxygen or a surface film of a more noble metal or metal oxide.

**Oxygen ingress** – This is a mechanical problem. Oxygen is present in both air and water. If fresh water is admitted to the system to compensate for leakage, or if air is drawn in due to bad design or installation, problems will result.

**Flux residues** – Surface filming is usually the result of excessive flux application. Fluxes are chemicals which remove surface oxide and thus permit solder to flow and "tin" the surfaces to be joined.

Nearly all fluxes are aggressive to some degree, so care must be taken with their application. Non-corrosive fluxes are resin-based and only become active

once heated to soldering temperature. They work slowly and produce small amounts of hydrochloric acid. It is essential that they decompose completely.

More popular are the corrosive fluxes (also called self-cleaning fluxes) which are active at room temperature, so that less mechanical cleaning is needed. These materials are strongly acid and any excess will continue to react until they are widely dispersed and neutralised.

Once present in the system water, copper will plate out on to less noble metal surfaces (mild steel or aluminium) where a corrosion cell is formed. It is a misconception to believe that copper plating protects the radiator.

It would not be unreasonable to estimate that 95% of radiator failures in comparatively new systems are associated with over-fluxing during installation.

## General Corrosion

General corrosion is characterised by an internal surface where the size and shape of the hole is different from the external "pin-hole". Usually, the hole is larger and pyramidal in shape. This form

of attack takes place over a large area, often over an extended period. Corrosion due to deposit build-up is one of the major causes.

## Under-deposit Corrosion

In existing systems, radiators already fouled with sludge provide ideal conditions for aerobic bacteria, which produce corrosive substances such as sulphuric acid and hydrogen sulphide.

Bacteriological activity is enhanced by the presence of detergents such as washing-up liquid, which besides emulsifying oils and greases, form organic break-down products which act as nutrients.

## Prevention

The old adage that prevention is better than cure could not be truer than when applied to the domestic central heating system. Repair and other remedial action costs the industry many millions of pounds each year.

Flushing is a term increasingly included in the specification for the commissioning of a central heating system. It is a misnomer for cleaning to which every installer attaches his own interpretation.

In order to fulfil the minimum requirement, it is necessary only to fill and drain the system once, but even several repeat actions will not remove the debris and foulants present in the average system. BS7593 defines the terms used and the steps necessary to cleanse a system. In every case it is

## Chappee Elegance by Hevac

When it comes to enhancing any location Chappee cast iron radiators have no peers. Their wide range of radiators offers a variety of styles and elegance unrivalled by any other manufacturer.

The "Floreal" cast iron radiator, with its delicate classic inlaid floreal detail, offers traditional craftsmanship to complement and provide the finishing touches to period buildings, restaurants, hospitality suits, pubs, conference facilities etc.

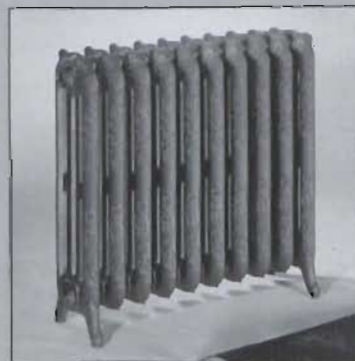
Chappee also manufactures the "Dune" cast-iron traditional column-style radiator which is available in a comprehensive range of heights, depths and lengths to suit any commercial or residential application.

Complementing these is a more modern range of cast iron radiators, including the "Carat", which is a vertical flat surface cast iron radiator.

Also available in this modern style is the "Savane".

Details from Hevac Ltd, 70/77 Lower Dorset Street, Dublin 1. Tel: 01 - 830 1211; Fax: 01 - 830 1990.

**Right: The Chappee "Floreal" cast iron radiator from Hevac.**





# IT'S WHAT'S BEHIND IT THAT MAKES THE NEW PREMIER H.E. EUROPE'S MOST EFFICIENT ROUNDTOP



**PREMIER H+E** Look behind the new Myson Premier HE radiator and you'll see a brand new, high efficiency convector design that delivers more heat output per square metre than any other roundtop radiator in Europe today.



Myson's unique new, high output 40mm convector.

In line with the current taste for compact, more efficient and less obtrusive designs, your customers will be able to specify a smaller convector radiator to achieve the desired heat output at no extra cost.

As well as increasing efficiency, we've increased the range of sizes. More sizes, more choice. Elegant, stylish and with a 5-year warranty, the new Premier HE range has an even higher quality paint finish to a European RAL specification. And improved packaging makes storage



But there's more behind the new Premier HE than just fins. To help your customers, we're offering a free computer program, suitable for any IBM PC or compatible. Easy to use, it will specify the new Premier HE radiators needed for any size of installation.

And the biggest plus of all, the new Premier HE is backed by the full strength of Potterton Myson, one of Europe's largest manufacturers of heating products, by major investments in product development and research, and by a nationwide sales and service organisation designed to help you grow your business.

**The updated version of the Heatloss Disc will be available shortly. For your free copy please contact our sales office by phone or fax.**

  
**POTTERTON MYSON**  
PART OF BLUE CIRCLE



## product review: radiators

essential that a proprietary cleansing agent is applied in accordance with the manufacturer's instructions. This is the only way to ensure that foulants such as flux residues, oils, greases, swarf, corrosion debris, etc, are removed.

In the case of a new system, corrosion can begin within hours of the system first being filled with water. This often results in the irreversible copper plating of the radiators, condemning them to a

potential failure at some point in their life, regardless of preventive steps. Addition of a cleanser with the first fill is therefore highly desirable.

It is good practice to treat the system with a corrosion inhibitor. However, make sure the inhibitor complements a proprietary cleanser. Because it forms a protective barrier on the metal surface,

an inhibitor cannot fully protect a system fouled by sludge, flux residues or other debris.

If care is taken at the design, installation and commissioning stages there is no reason why radiator failure should not become a thing of the past with the consequent financial rewards being enjoyed by all.

### Veha Radiators

Veha Radiators are currently on the crest of a wave, further consolidating and expanding on the significant inroads the brand has made both on the home market and in the UK in recent years. At the time of writing the manufacturing plant in Wicklow was operating two full shifts with the first phase of the planned £2million investment programme having been commissioned. This comprises new paint technology which has improved the company's product quality and its competitiveness, especially on the international marketplace.



Additionally, a new folding press has just been commissioned and this, coupled with the high specification production processes and manufacturing machinery used at the factory, will guarantee support and continuity of supply to the trade.

Indeed, industry support is seen as a key element of Veha's marketing drive. To that end a new Heat Loss programme has been unveiled, along with the company's new product catalogue.

This details Veha's all-embracing product portfolio which covers domestic, commercial and industrial sectors. All requirements are catered for, a particular advantage being the company's ability to produce tailor-made, customised radiators.

Veha has also strengthened its position in Northern Ireland with the appointment of Mark Williams as Sales Manager for that region where, to date, the company has used a selling agent.

Contact: Jim O'Reilly.

Tel: 0404 67278

### De Longhi Radiators Appoint Heatequip

De Longhi Radiators have appointed Heatequip Ltd as sole agents for their central heating radiators throughout the 32 counties of Ireland.

Heatequip Ltd have been chosen by De Longhi for their high standard of service and their ability to sell across the whole of Ireland. As sole agents, they will be responsible for merchant sales of all De Longhi radiator models.

This appointment now opens up the opportunity for specifiers throughout Ireland to enjoy the same facility as the rest of Europe and choose from the De Longhi range of high quality radiators. These all have the special De Longhi 3-way paint process, are suitable for high-pressure installations, and come with a 5-year guarantee from the date of installation.

High on the De Longhi list of priorities has been a first-class surface finish. Investment in the latest production plant includes a zinc/manganese phosphating metal treatment process which is followed by an electrocoated epoxy powder-baked top coat. The resulting smooth, hard-wearing finish resists knocks and abrasions and needs no further decoration.

This is a completely "green" finishing process which avoids all of the harmful or noxious chemicals often used for metal treatment and finishing.

Typical of the De Longhi range is the Ultimate radiator, an eco-friendly product and one which can eventually be recycled at the end of its useful life.

Corners are rounded for greater user safety and side covers and top grilles, which are optional on the single-panel Type 11, are supplied as standard on the double-panel Type 22.

Concealed wall brackets are standard and floor-mounted brackets for 'island' installation – where windows come down to floor level or where the radiator acts as a room divider – are an optional extra.

Made from deep pressing steel sheet, every radiator is pressure-tested to 10.5 bar during manufacture, and designed for working pressures of up to 7 bar (100psi). Produced to meet these exacting standards, Ultimate radiators are guaranteed against faulty workmanship or materials for a period of five years from the date of installation.

Latest addition to the De Longhi range is a bathroom radiator called Ovale. Made in the popular "ladder" style, it includes spaces for hanging and warming towels. All Ovale radiators are covered against faulty workmanship or materials by a 5-year guarantee that operates from the date of installation.

Ovale comes in three heights – 732mm, 1182mm and 1812mm; each available in three widths – 500mm, 600mm and 750mm. This gives a wide choice of heat outputs, from 462 to 1533 watts, in an array of sizes to make the best use of the limited space in many bathrooms.

Details from Heatequip Ltd, Eurohaul Centre, Greenhills Road, Tallaght, Dublin 24.

Tel: 01 - 451 9711; Fax: 01 - 451 9064.

**Right: De Longhi high-efficiency convector radiators from Heatequip.**





## Potterton Myson Radiators: Innovation and Quality

Following an extensive development programme, Potterton Myson now offers the most comprehensive range of steel panel radiators on the market. These include the Supaline range of steel panel radiators; the Premier HE range of round-top radiators; and the range of low-surface temperature radiators (LST) now being increasingly specified.

Premier HE is the very latest round-top radiator from Potterton Myson. Following on from the successful Premier range, the model produces an increase in output per square foot of up to 12% on single convectors and 19% extra for double convectors. These high-efficiency outputs have been achieved by a radical redesign of the convector plate. In addition to these increases in outputs, Potterton Myson has developed a new paint coat that gives a smooth, white, hard-wearing

finish that fully complies with the RAL European colour specification. To give still further choice, there are eight new sizes that include a radiator only 11" wide. Every radiator is pressure tested before it leaves the factory, and is double wrapped to ensure it reaches site in prime condition. Each radiator carries a five-year warranty against manufacturing defects.

Computers are a part of everyday life and to help select the most cost-effective radiator, Potterton Myson has produced a unique software package, the Potterton Myson Heatloss Manager programme. In addition to calculating heat loss and selecting radiator, it will also size and



*Supaline RS from Potterton Myson.*

select the boiler from the extensive Potterton Myson range and allow for the preparation of costing for materials and labour.

Supaline is a seam-top radiator which has recently benefited from several improvements. The back of the radiator is now finished to the same high standard



# DeLonghi

High Efficiency  
Convector Radiators  
Change a House  
Into a *home*

# DeLonghi

For more information please contact: Heatequip Ltd,  
Eurohaul Centre, Greenhills Road, Dublin 24.  
Tel: 01 - 451 9711; Fax: 01 - 451 9064



# Merriott

R A D I A T O R S



The clever integration of the pipework within the radiator enables valuable floor space to be utilised to its maximum. Pipe sizes up to 32mm can be accommodated.

Project: Ark Life HQ Dublin  
Architects: Kavanagh Architects  
Consultants: Delap & Waller  
Contractors: Leo Lynch & Co.



Unit 2,  
Broomhill Business Park,  
Broomhill Road,  
Tallaght, Dublin 24.  
Tel: (01) 459 6213 / Fax: (01) 459 6123

The discreet and unobtrusive elegance of the Merriott LST Panel does not distract attention from the natural beauty of the stain glass.

Project: Oratory, Manresa House, Dublin  
Architects: Robinson Keefe Devane  
Consultants: O'Brien Kenny & Associates  
Contractors: T.E. Lynskey & Co.



Merriott is a BS5750 certified Manufacturer

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**Northern Ireland Agent**  
**VERSATILE**  
**Trimgate Street**  
**Navan**  
**Co.Meath**  
**Phone: (046) 29444**  
**Fax: (046) 27704**

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as the front, the paint specification complying to the RAL 9003, the internationally-recognised colour standard. There is also a top grille and end panel option kit.

Supaline is available in 161 different models, four heights – 12", 17", 23", 29"; four types – single panel, single convector, double panel extra, double convector; and in lengths up to 126".

Low surface temperature – designed so the surface temperature does not exceed 43°C, the LST radiator is becoming increasingly popular for installation in such buildings as hospitals, day centres, schools, etc.

An optional bottom cover allows enclosure of all exposed pipework within the LST enclosure. Standard radiator



*Premier HE from Potterton Myson.*

valves may be used or, alternatively, a range of specially-designed thermostatic controls.

The Potterton Myson range of LST radiators are available in 40 models comprising two types – super and super plus; four heights – 840mm, 690mm, 400mm, and five lengths – 680mm, 1000mm, 1320mm, 1640mm, 1800mm.

Full details from Potterton Myson (Irl) Ltd, Belgard Road, Dublin 24.  
Tel: 01 - 459 0870; Fax: 01 - 459 0880.

## Barlo

Barlo's new range of panel radiators and convectors have been very well received by the market. The new DP+ model, offering a slimmer appearance, is ideally suited to modern highly insulated homes.

The improvement to the end profile, which has seen the AV vent positioned at the rear of the panel, has improved the product's appearance dramatically. All contractors are now used to the new length options available.

Having developed towel rails for the European market Barlo has now successfully launched them to the Irish market. The design of the towel rail has found wide acceptance with Barlo creating demand for towel rails which heretofore were perceived as being out of the range for normal housing.

Contact: Barlo Sales (Irl) Ltd. Tel: 01 - 453 6099.

*Right: Barlo towel rail.*



## Concept from Heatmerchants

The Concept 2000 range of radiators from Heatmerchants are supplied complete with concealed wall brackets and all necessary plugs, screws and connections. They are shrink-wrapped and padded for extra protection during transport, storage and fitting. There are two types available – Type 1 and Type 2.

Type 1 (one heater panel and one convector plate). These are very slim and discreet radiators. Ideal for halls, bathrooms, and where space is limited. Top and side cover grills are also available.

Type 2 (two heater panels and one convector plate). This is a powerful range with the slimmest possible profile. These allow the extra heat potential of 2-heater panels in a non-bulky design.

All Concept 2000 radiators are covered by a 7-year manufacturer's guarantee which provides for a replacement product immediately, should a manufacturer's fault be detected.

All radiators in the range are manufactured from 1.25mm cold-rolled, fully-finished steel and pressure tested to 8-bars, suitable for 6-bar usage. Primer coated and finished with super epoxy paint, they are suitable for use in open or closed indirect heating systems, whether single or twin pipe.

All heat outputs are in accordance with BS 3528 and also conform to UNI, ISO DIN & NF Standards.

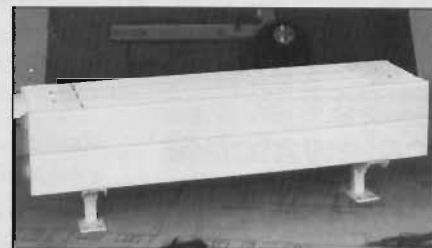
Details from Heatmerchants Ltd, 3 Kylemore Park North, Kylemore Road, Dublin 10.  
Tel: 01 - 623 1248; Fax: 01 - 623 1253.

## Merriott

Merriott Radiators continue to invest for growth each year. Since its acquisition by Barlo Group plc, Merriott has grown its market share significantly and developed new export markets.

This year saw the introduction of Merriott's new technical catalogue. This catalogue was introduced to have uniformity of selection and coding in all markets, irrespective of language barriers.

Merriott is particularly proud of its paint finish. Before the final powder coating which all radiators receive, they must undergo a multistage preparation process. All radiators are degreased in an alkaline solution, followed by iron phosphate pre-treatment. They are then electro-phoretically painted. This EP system was installed and commissioned



*Merriott's new Radiavector.*

in July of this year and comprises a process whereby paint is physically applied to the radiator by electrolysis. This insures that all areas, including the connector fan, are completely covered. Powder finish (white RAL 9010) is then applied electrostatically, giving the Merriott Radiator its renowned quality of finish. Forty standard colours are stocked for applications where the client has a colour preference. In addition, Merriott can supply any RAL or BS paint specification to order.

November 1st has been confirmed as launch date for the new Merriott Radiavector. This product has been designed for the European market and is available in seven models with heights from 70mm to 280mm and lengths from 500mm to 3500mm. In addition, a stock range will be carried with lengths between 1000mm and 2000mm. A novel feature of the product is the energy saving option available. This model includes a low surface temperature panel designed to reduce energy transmission from the radiator when installed.

Contact: Merriott Radiators Ltd.  
Tel: 01 - 459 6213.



## TRADE NEWS

### Danfoss Acquires Mexican Compressor Plant

Danfoss has acquired the Monterrey compressor plant of the Mexican company Vitromatic S A de C V in Monterrey, Mexico.

A new Danfoss company will operate under the name of "Danfoss Compressors S A de C V" and will be part of the Danfoss Compressor Division which has its headquarter in Flensburg, Germany. With this acquisition, the Danfoss Compressor Division obtains a base for further expansion and development for the markets in North and South America.

J J Sampson & Son are the Danfoss representatives in Ireland and, as we went to press, John Sampson told us:-

"Danfoss now has compressor factories in Flensburg, Germany; Slovenia and Mexico. These manufacture compressors from 1/10 hp up to 1 1/2 h p sizes in varying voltages suitable for normal ambient and tropical conditions.

"Danfoss also owns 100% Maneurop Compressors for sizes from 1 1/2 h p up to 13 h p (Hermetic). This manufacturing base is centered in Lyon, France.

"The condensing units production is centered at Schlesurg, Germany for sizes 1/10 to 1 1/2 h p while the Maneurop plant in France manufactures its own condensing units there".

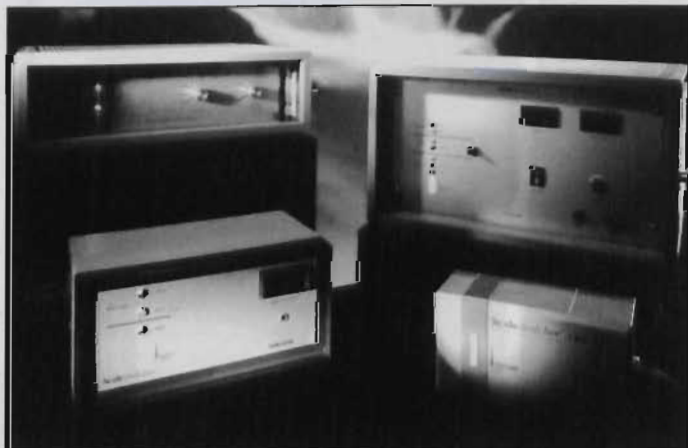
### Scalewatcher Appoints GSC.

Scalewatcher UK Ltd has appointed GSC Ltd in Galway as its exclusive dealer in the Republic of Ireland to handle its electronic descaling system.

The Scalewatcher Electronic Descaling System is designed to quickly and effectively dissolve limescale and prevent its recurrence. The system requires no plumbing,

chemicals or maintenance and provides a fast payback through energy savings, reduced downtime and the increased life expectancy of plant and water-fed appliances.

There are Scalewatcher systems capable of treating all sizes and types of pipework, ranging from 5mm to 1250mm, regardless of flow rate. All units have a 3-year manufacturer's guarantee and comply with EC Electrical Safety Standards.



Scalewatcher systems are capable of treating all sizes and types of pipework

<https://arrow.tudublin.ie/bsn/vol34/iss9/1>  
DOI: 10.21427/D70C5B



Pictured at the launch of Energy Research Group's (ERG) package of teaching materials for the EU's 300 schools of architecture were (from left): Professor Owen Lewis, ERG Director; Ruairi Quinn TD, Minister for Finance and Eoin O'Cofaigh, a member of the team which developed the teaching materials.

### Interclima 1995, Paris

Interclima 1995 – the International exhibition for Heating,

Refrigeration and Air-conditioning – will take place at the Paris-Nord exhibition centre from 6 to 11 November.

The corresponding sectors of Batimat – bathroom installations and fittings, plumbing, tiling, lighting and electrical equipment – will again be coupled with Interclima to offer visitors a complete, self-contained event for the industry called L'Espace Confort. The other sectors of Batimat are situated at Porte de Versailles and form L'Espace Construction.

Interclima '95 will cover an exhibition area of more than 77,000 sq m, occupying halls 2, 3, 4 and half of hall 5. The complementary sectors of Batimat will occupy the other half of hall 5 and hall 6.

Interclima 1995 will focus its attention on current issues and those of importance for the future, such as:

- ☐ Noise pollution;
- ☐ The environment such as the suitability of household products for recycling and the reprocessing of refrigeration fluids;
- ☐ Training;
- ☐ Rejuvenation of industrial sites;

☐ European standardisation.

Interclima will also concentrate on the "userfriendliness" of products such as:-



From left: Mr Beattie, Dublin Corporation with Sean Dunleavy, Forbairt; Don Carbery, President, Master Builders and Contractors Association and Alain Stril, Batimat/Interclima, pictured at a reception in Dublin recently to announce details of the show.

- ☐ Safety;
  - ☐ Ergonomics;
  - ☐ Easy understanding of product instructions;
  - ☐ Aesthetic considerations.
- These will be presented under five main sectors:-
- ☐ Heating;
  - ☐ Hot water;
  - ☐ Cooling;
  - ☐ Air-conditioning;
  - ☐ Regulation, measurement and control.

For travel and accommodation, Co-Operative Travel has put together a selection of departure dates and hotels. Tel: 01 - 456 64588. There is also a very cost-effective fare offered by Air France. Tel: 01 - 677 8899.



## TRADE NEWS

### Hignet Retains ABB Trophy

The 1995 ABB Golf Outing was held in City West Golf Club recently. The event was a great success with 50 of the industry's finest golfers turning out to enjoy the proceedings.

The day kicked off with a last minute training course in City West Golf School, allowing

golfers a chance to improve their techniques. It was quite obvious by the days overall results many of the competitors benefitted from this tuition.

The weather was excellent as the 50-strong field drove, pitched and putted their way around the immaculate course.

The competition was fierce with many organising their own little incentive schemes to add to the enjoyment.

The overall winner was Barry Hignet, retaining the perpetual trophy for the 2nd year running. Donal Proctor, Manager of ABB Projects, presented Barry with his prize amid shouts from the floor asking Barry to reveal his holiday dates for next year.



The final reckoning! – Peter O'Dowd, Dougie Boucher and Tony Mullins check their scores while Michael Murphy (seated) appears totally unconcerned.

### IDHE Unveils Ambitious Programme

The first meeting of the new committee of the IDHE took place in the Engineer's Club in Clyde Road earlier this month. The new Chairman, Barry Kenna, proposed a vote of thanks to Joe Noone, the outgoing chairman, for his years of dedicated service to the Institute and in particular to his determination to make the IDHE a vehicle for the education and ongoing welfare of the domestic heating industry in Ireland.

"With EU moves towards certification of all trades it is essential", says Barry Kenna, "that the heating industry supports the IDHE in its efforts to obtain government recognition as the voice of the domestic heating industry in

Ireland".

To highlight the Institute's relevance to the changes now taking place in the industry, Bord Gais and the IDHE cooperated to present the first technical evening of the new season on the relevance of the EU Gas Directive to the industry. The directive becomes law on 1 January next (see report page xx).

The new committee intends to continue Joe Noones' drive to improve the educational status of the industry. The Institute is running a 2-year certificate course in association with the Dublin Institute of Technology in Bolton Street, Dublin. The course provides a broad technical education and understanding of the principles

## With a choice of six major humidifiers, no wonder we're Number 1 in Humidification!

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**N A T I O N A L**





## TRADE NEWS

and techniques involved in domestic heating engineering. Applications should be addressed to Mary Fields of the IDHE at 15 Summerfield, Old Bawn, Tallaght, Dublin 24.

The aims of the Institute are to promote excellence in the industry through knowledge and training. Help yourself and your industry by supporting the efforts of the committee by attending the technical evenings, joining if you are not already a member, and by encouraging those who can benefit from it, to enrol for the course in Bolton Street.

### IDHE 95/96 Committee

Chairman – Barry Kenna (Tel: 088 - 602418); Deputy Chairman – Jimmy Hamilton (Tel: 01 - 453 1635/088 547853); Treasurer – Sean Giffney (Tel: 01 - 836 5076); Development Officer – David Harris (Tel: 01 - 874 1151); Assistant Development Officer – Brendan Pluck (Tel: 01 - 833 1172/088 - 555428); Education Officer – John Smartt (Tel: 01 - 838 7673); PRO – John Duignan (Tel: 01 - 626 4917/298 5960).

Committee – Joe Keogh (Tel: 01 - 821 2626); Dave Cranston (Tel: 01 - 831 5566); Tom Kennedy (Tel: 01 - 679 2311); Liam Sands (Tel: 01 - 455 6513); John Holton (Tel: 01 - 831 1336); Donal Moran (Tel: 0902 - 81742); Bernard Egan (Tel: 044 - 48924). Secretary – Mary Fields (Tel: 01 - 451 3796).

## J S Humidifiers Direct to Ireland

The J S Humidifiers team of specialist humidification sales engineers are looking forward to their next major expansion project which entails direct representation in Ireland with the appointment of qualified humidifier sales engineers for this important market. Since taking on the Defensor humidifier franchise, sales of humidifiers and humidity-related products have risen sharply in the UK, Republic of Ireland and worldwide and are projected to exceed ST£4 million by the end of the year. To cope with demand, more qualified engineers are joining JS in the UK while direct representation in the Republic of Ireland is the next logical move to consolidate and improve the company's market share.

As well as creating a better environment for industry, humidification is important for offices and centrally-heated buildings where dry air can cause discomfort. JS puts the moisture back into the air. Conventionally, this is achieved using steam and, while this remains a perfectly acceptable method, it does however, require energy. Part of JS



Below: Some of the JS Humidifiers' team pictured outside the company's headquarters.

Humidifier's success has come from exploring other, more energy-efficient options.

JS offers several different energy-efficient humidifiers. The range includes JetSpray™ atomising nozzles driven by compressed air and mains water which are suitable for both direct air or in-duct use; The HumEvap™ evaporative humidifier which is increasingly popular as an economical replacement for outmoded washer humidifier systems in air handling units is also suitable for direct air or in-duct use; and UltraMist™ ultrasonic humidifiers which generate moisture using high frequency oscillation. With a droplet size of just 0.05µm, this ultra fine mist dissipates rapidly, raising the humidity to the desired level swiftly and economically.

These newly-introduced humidifier options from JS are now in daily use throughout the UK. They can be found in industrial locations ranging from web offset printers to textile producers and in large commercial banking premises in the City of London. Many progressive organisations are reaping the benefits of improved humidity control allied with lower energy bills. JS has also pioneered a range of

water treatment products which help refine the water used for humidification projects.

Contact: Steven Verney, JS Humidifiers. Tel: 0044 1903 850 200.

## Mark Éire – Pipebending Made Easy

Mark hydraulic tube benders allow for quick and faultless cold bending of unloaded gas and steam tubes. There is a wide choice of standard and optional accessories for bending boiler tubes, polyethylene-coated tubes, construction tubes, flat bars, etc.

Every bender in the ranges is covered by an unconditional manufacturer's guarantee for a period of one year while almost all parts of Mark hydraulic tube benders can be disassembled with normal tools.

There is also a range of Mark electro-hydraulic tube benders with standardised flange-mounted motor, thermal cut-out and built-in pressure-limiting service. They come with stroke adjustment for serial bend production.

Every single Mark hydraulic tube bender comes with a comprehensive instruction book and coded parts list describing all possible bending operations and techniques.

Contact: Mark Éire. Tel: 01 - 668 0510; 026 - 45334.



Above: Mark Éire electro-hydraulic tube benders for serial bend production.

## CIBSE – Fire Principles

The first technical evening of the 1995/1996 session was held in the IEI Clyde Road on 21 September 1995.

The subject for the evening was "Fire Principles" and the speaker looked at new developments in fire technology for the protection of electronic processing rooms.

Now that the production of Halon extinguishants has ceased, a number of new alternatives have appeared on the market. The paper took a brief look at all of the new agents available, the new standards that apply and new methods in very early warning of detection of fires in electronic data processing rooms.

The paper was presented by Tony Johnson who has worked in the electrical and fire industry for the past 20 years. He has worked on large overseas projects and specialised in fire risk management. He is currently working with Champion Fire Defence as a Technical Sales Engineer.





# heatmerchants and BAXI



## Breaking New Ground With Pioneering Designs

**H**eatmerchants Ltd and Baxi Heating enjoy a unique trading partnership whereby their respective strengths have combined to establish Baxi as the premier name in boilers throughout Ireland. That they should work together in such an effective and fruitful manner is no surprise. Both are progressive, long-established companies with reputations for providing quality and innovative products which set industry patterns and establish growth market niches.

There have been numerous examples in the past but the most up to date include Baxi's development of the combi boiler sector; the Baxi Bermuda Inset, a coal-effect fire front with the first back boiler able to be fitted

flush to the fireplace; and the Solo 2, a cast-iron, wall-mounted boiler combining compactness with efficiency and power (see panels page).

Apart from continuously introducing new, innovative products incorporating advanced design concepts and pioneering technology, Heatmerchants also goes to great lengths to explain the basics behind such advancements. This "educational" approach applies to the building services industry at large but is particularly directed at its own counter staff and through them at contractors and installers. It is further complemented by regular product updates and training sessions for staff and customers alike.

Heatmerchants takes a similar message to the industry at large by way of advertising and promotional activity. Underscoring all such activity is the premise that the fundamental objective is to educate and inform, the idea being that if potential customers are fully informed of all the relevant facts, they will invariably choose Baxi and Heatmerchants.

Having the product readily available is also important. Heatmerchants is a truly nationwide company with eight outlets strategically located throughout the country to ensure comprehensive coverage. Extensive stocks are held at all branches with a full transport system guaranteeing delivery to the nominated location at the time requested.

### About Heatmerchants

Heatmerchants Ltd is one of Ireland's longest-established and most reputable suppliers to the building services industry. Its pedigree and market standing is based on the provision of quality, brand-leading products which are available ex-stock and supported by technical excellence and professional service.

In recent years the company has embarked on an aggressive expansion phase, targeting market growth by way of increased sales through its nationwide network of eight, strategically-located outlets and also the development of new concepts such as its highly-successful Tubs & Tiles operation.

Acquisitions are also part of this agenda, the most recent being the purchase of Jim O'Connell Heating & Plumbing Ltd, Cork.

### About Baxi

Baxi Partnership Ltd has been to the forefront of boiler technology for over 40 years. During that time is has continuously brought innovative and imaginative products to the marketplace which have invariably been adopted as industry benchmarks in establishing quality and performance standards.

Baxi Group is the UK's largest employee-owned manufacturing company, its core businesses being domestic heating, air management products and engineering components. Turnover is St£87 million with Group employment currently standing at 1400. Net assets are of the order of St£75 million.

### Baxi Bonanza Gift Selection

The Great Baxi Bonanza Gift Selection is a trade promotion aimed at contractors and installers.

Customers accounts are credited with 150 points for every boiler purchased from the Solo, Boston and Genesis ranges. As the points accumulate, customers can redeem them for an extensive range of gifts which are detailed in the Baxi Bonanza Catalogue. Copies of the catalogue are available on registration, with a 50 point bonus being automatically credited to customers' accounts as they do so.

The promotion runs to 31 March.

This is your chance to share in the great

**BAXI BONANZA**

● Register Now for 50 FREE Points!

BAXI HEATING



# The new Baxi Bermuda Inset.

A boiler design so ingenious, you'll soon feel as flush as its firefront.



Stare into these flames and you'll see an amazing business opportunity.

Because what you're looking at is the first ever gas central heating back boiler with a truly flush firefront. And yet another technical triumph for Baxi.



The slimmer boiler makes room for the fully flush firefront.

So how did we do it? Simple. By making the boiler slimmer, though no less reliable and efficient than the standard Bermuda. And using the space left over to create the one thing

research tells us your customers want more than anything else; a true inset fire that fits flush to the wall.

As a result, you can expect demand for the new Baxi Bermuda Inset to be at the 'Hot Cakes' end of the scale. Not just from committed Bermuda enthusiasts. But also from first time buyers and solid fuel users attracted by an open flame effect that's practically indistinguishable from the real thing.

The new Baxi Bermuda Inset. With built-in genius.





# Innovative Products ... New Design Concepts ... Advanced Technology

et al. BS News

## Baxi Bermuda Inset

The Baxi Bermuda Inset is a technological breakthrough, a new high-performance back boiler, the first to be coupled with a flush-fitting, fully-inset, living flame gas fire.

The new 50,000 Btu boiler boasts 78% efficiency and is compatible with both gravity and fully-pumped systems,

while an optional kit is available for sealed system installation.

The compact dimensions of the boiler – coupled with its new ergonomically-designed outer case with “hand-holds” – allow the boiler to be lifted more easily during installation. Installers will also find that the positioning of the service tap makes it easily accessible from the front. If the casting needs to be turned to connect to existing pipework, the new design and smaller size allows this to be done quickly and simply.

The real strength of the Bermuda Inset, however, lies in the firefront. Fully recessed into the fireplace opening, the Bermuda Inset TS has a durable brass-effect trim, complemented by a solid cast-iron fender. A second colour option is also available called the Bermuda Inset BS. The boiler and firefront are designed to recess into a standard 18" fireplace opening with a Class 1 flue. The product is suitable for hearth mounting only and is available solely for use on natural gas.



The new Baxi Bermuda Inset.

## Baxi Solo 2 Range



The Baxi Solo 2 range of cast iron wall-mounted boilers combines compactness with efficiency and power. Measuring just 600mm high, both the Solo 2 PF and the recently introduced Solo 2 RS have such low casing temperatures and small clearances that they can fit behind cupboard doors, yet are available in outputs capable of heating anything from a small flat to a large detached house.

The Solo 2 PF has a powered flue which means that the boiler can be located up to two metres away from an outside wall, giving added versatility in terms of location. This boiler also has a frost thermostat which automatically fires up the boiler if temperatures fall below 4°C.

All boilers in the Solo 2 range are 80% efficient and have low NOx emissions. They meet the European Directives and carry the CE Mark.

## Baxi Genesis Combi

Baxi Genesis is a fully-automatic, gas-fired, wall-mounted combination boiler. Room-sealed, fan-assisted, serving central heating and mains fed domestic hot water, it is designed to be used on fully-pumped sealed systems. The natural gas boiler can be converted for use on propane or butane with a special conversion kit.

The Genesis has an output to DHW and central heating of 23.25kW, ideal for the vast majority of potential combi users. Able to provide maximum flow rate at only 0.7bar, it can be fitted in areas where the water pressure is simply too low for many other combis.



The new Genesis combination boiler from Baxi.

The market required a lighter boiler and, at only 34.5kg (75lb), the Genesis has a 25% lighter lift weight than the current market-leading combis. Installers are also demand greater flexibility of siting. Consequently, the Genesis can be fitted up to three metres from an outside wall, and the Baxi flue offers a full 360° rotation, allowing the boiler to slip into the most awkward corner location. Alternatively, a vertical flue of up to five metres can be used.

Complementing the new combi is the Baxi Genesis Controller. This neat and stylish controller allows programming of up to four separate on/off operations and temperature settings throughout the day, and can be sited away from the boiler in a living room.

**For details of your nearest  
branch contact:  
Tel: 01 - 623 1248**



# The Baxi Solo 2 PF.

## Another appliance that saves you time in the kitchen.



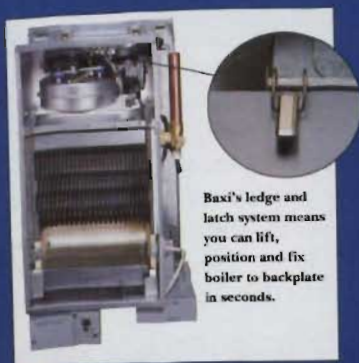
Designed so you can make short work of things, the Baxi Solo 2 PF is probably easier to install than any other central heating boiler on the market.

How so? Firstly, all its components—even the cast iron monobloc heat exchanger — are located from the front.

Both burner and fan

assembly are obligingly self locating. And before you can say 'built-in rotating flue turret', you can select a left, right, rear or top flue direction. The combustion box door, meanwhile, is now held in place by just four quick release toggle latches.

Result? A boiler so straightforward to install and service, it cuts time and costs like no other. The Baxi Solo 2 PF, in a range of outputs up to 80,000 Btu/h. However did you manage without it?



Baxi's ledge and latch system means you can lift, position and fix boiler to backplate in seconds.





## TRADE NEWS

### Fridge Spares Goes to War with Customers

Well, not quite. It's more that it took its customers back to Summerhill in Co Meath for a repeat of last year's "mayhem" so that they and their guests could combine exercise, fun and "Rambo tendencies" in a day of friendly warfare.

It was an extremely hot day and the 60 plus refrigeration and air conditioning engineers who participated in the activities had to use all their experience and knowledge to keep cool!

Obviously, there were no fatalities on the day, save for a little dent, perhaps, in a number of individuals' macho pride.

Apparently, those who excel at this game are not necessarily the biggest or fittest.

The lunch time B-B-Q provided a much-needed respite from the activities, the fully-

laden stomachs and drinks slowing the pace down somewhat for the afternoon session.

However, all had sufficiently recovered later on in the evening to enjoy the beautiful meal which concluded the proceedings.

While Fridge Spares hosted the day, their principals who provided sponsorship included Sporlan, NMC Kenmare, L'Unite Hermitique, Prestcold, Friga-Bohn and Delta Capillary Products.



Above: Ken Doyle and Kieran Quinn, H A O'Neill



Left: Michael Doyle, EEL

Right: Michael Counihan and Colm Parlour, Tempair



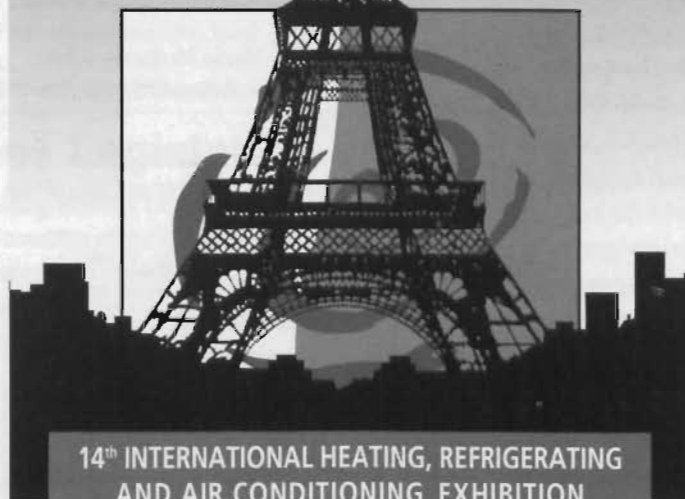
Below: Brian Martin, Martin Refrigeration and Declan Flynn, Apex Refrigeration



Dermot Byrne, Fridge Spares

## INTERCLIMA 95

PARIS - NORD VILLEPINTE - FRANCE



14<sup>th</sup> INTERNATIONAL HEATING, REFRIGERATING AND AIR CONDITIONING EXHIBITION  
6 - 11 NOVEMBER 1995

1, 200 exhibitors - 140, 000 visitors from 93 countries - 40, 000m net stand area

The "ESPACE CONFORT" brings together INTERCLIMA and complementary sections of BATIMAT :

■ Fittings ■ Plumbing ■ Tiling ■ Electricity

**INTERCLIMA and BATIMAT:**

210, 000m net stand area - 5, 400 exhibitors - 760, 000 visitors from 120 countries - 2, 200 journalists

(Figures for 1993)



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BLENHEIM

BSNews, September 1995 17



## TRADE NEWS

### Standard Controls at City West

This year's Standard Controls' annual golf classic took place at City West Golf Club with a large turnout enjoying near perfect golfing conditions. It was a team event with the scoring revealing a very closely-fought competition, proving once again just how seriously the participants take this event.

However, this competitive edge only applied to the golf course with the meal and presentation of prizes later in the evening proving to be a very social and enjoyable occasion.

Full list of winners was as follows:-

1st — Pat Young, Tom Egan, Larry McGettrick and John Maguire with 92pts;

2nd — Eamonn Walsh, Michael Kennedy and Jim Lindsay with 89pts;

3rd — Martin McSherry, Kevin Breslin and Sean O'Toole with 88pts;

4th — Jim Sheridan, Niall Sheehan, John Roe and John White with 84pts;

5th — Phil Murphy, Frank Quigley, Tommy Wade and Joe Byrne with 82pts.



Left:  
Standard Controls — Larry McGettrick, John Maguire, Tom Egan and Pat Young who were overall winners.



Right:  
Standard Controls — Jim Lindsay with Michael Kennedy and Eamonn Walsh who were second.

### Heatmerchants: Contractors Taken to the Races

Heatmerchants literally took approximately 60 contractors to the Galway Races recently. The party comprised guests from Cork, Waterford and Dublin with separate busses arriving from each location to converge on the Hodson Bay Hotel where they stayed.

Formalities were kept to a minimum, a brief business/product presentation giving way to a



weekend of fun and craic. Heatmerchants also staked their guests to a flutter in each of the eight races with a high proportion of those present returning handsome returns.

Pictured above is the group of Heatmerchants customers who attended the recent Baxi heating product range launch at the Hudson Bay Hotel, Athlone.



Left:  
Standard Controls — Martin McSherry, Sean O'Toole and Kevin Breslin took 3rd place

### Heatrae's New-Look Showers

Among the major developments featured in Heatrae Sadia's Autumn '95 catalogue is a new 8.5kW version of the popular budget-priced Cameo shower. The new model has a more powerful power option but can also be switched to a more economical 7.2kW setting. The showers in Heatrae Sadia's new catalogue also reflect the growing trend towards all-white bathrooms, with Cameo, Sapphire and Carousel now available in crisp all-white, complementing contemporary bathroom design. All three have also been restyled to give an overall impression of softer curves and a rounded, 21st century, appearance.

There is also a comprehensive range of showering accessories, including handsets and riser rails and hoses, again with the all-white look.

Contact: John Walsh. OBF Distributors. Tel: 01 - 450 4644.



Heatrae Sadia's Sapphire instantaneous electric shower which, in addition to its crisp new look and softer lines, features push-button power switching.

### Grafton Group 34% Profit Increase

The Grafton Group has announced pre-tax profits of IR£3,819,000 for the six months ended 30 June 1995, and increase of 34% on profits of IR£2,842,000 in the corresponding period in 1994.

Turnover in the period rose by 20% to IR£73,572,000 (1994: IR£61,294,000).

The new housing market in Ireland remained strong and was of considerable benefit to the Group's Irish businesses. Irish merchanting sales rose by 13% to £40.3 million. Chadwicks, the Group's nationwide builders merchants business with 18 outlets, continued to increase sales and profitability. The scaffold supply and erect business has been expanded. Chadwicks interests in timber has been increased through the acquisition of Clondalkin Partitions which manufactures pre-fabricated timber components, primarily for new housing.

Manufacturing sales rose by 19% to £6.8 million and profitability increased strongly. CPI, the



Group's concrete business, benefitted from higher volumes and some improvement in prices. Sales of EuroMix dry mortar continue to be satisfactory. MFP, the Group's plastic business, increased volumes and maintained margins despite increased raw material prices. Woodie's DIY, the Group's retailing business, recorded a sales increase of 13% to IR£9.2 million and significantly increased profits.

The UK market for building materials worsened during the period with a sharp drop in housing starts and RMI. However, the Group's UK businesses increased sales and profitability, helped by the 1994 acquisitions and increases in market share.

Bradleys, the London-based heating and plumbing merchants, increased sales and profits. A new branch in Merton, South London, was opened during the period and is trading

successfully. The rationalisation programme for Lumleys, acquired in November 1994, continued and as planned the business made a positive contribution in the period. Macnaughton Blair, the Belfast builders merchants, recorded a strong increase in sales and profitability due to its extended product range and the success of the recent conversion to the Builder Centre format.

## Hevac & Tubeco at Hermitage

Hevac Ltd and Tubeco Ltd held their 14th annual corporate golf day in Hermitage on the 8 September 1995.

This outing gets bigger every year and was attended by a large cross-section of people from the building services industry, including specifiers, local



Ken Jess, Selkirk with Gay Brennan, Provincial Sprinklers, and John English, Hevac.

## Building Services Legislation

The new edition of the BSRIA Building Services Legislation Directory updates and expands the coverage of the 1993 edition, with the intervening two years having seen a considerable increase in the number of new pieces of legislation across the broad spectrum of the industry's activities.

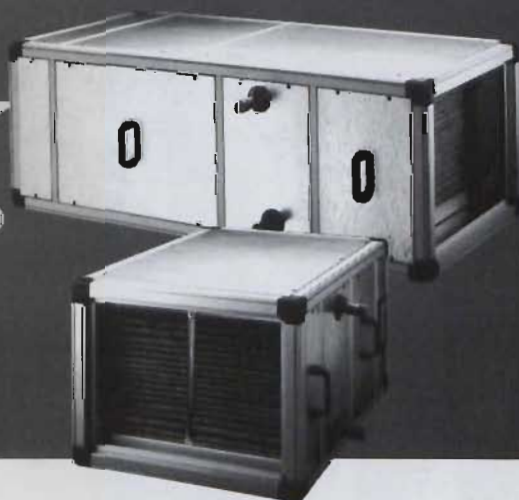
The subject matter has also been extended to cover procurement and associated topics and relevant standards and Codes of Practice are included with the legislation to which they pertain. Other changes in the presentation have been made to accommodate updates to the Directory making it easier to use.

authority representatives, merchants, mechanical contractors, etc. A total of 91 people played on the day with 111 attending the dinner and cabaret which followed.

Winner of the Selkirk Perpetual Trophy was Gay Brennan of Provincial Sprinklers, Cork, with a very good score of 41 points. Other winners were as follows:-

# THE Quality.

**AIR HANDLING UNITS**  
*Only from Roof Units Group*



*Viking Series 90 is the result of years of research and development to produce what is probably the finest air handling range available.*

*Designed around a completely new frame system, Viking brilliantly solves stacking, joining, hanging and base frame requirements. And the smooth radius profile and purpose built corners make the units so much more comfortable to handle.*

### VIKING

*Smooth double skinned panels create an elegant and attractive appearance and special fasteners allow instant access. As for sealing, the system is so effective that it exceeds the HVAC Guide to leakage testing by a factor of ten.*

*The Viking range includes Slimline, Minislim, Mini Direct, Mini Belt Drive and Modular as standard and of course specials can be made to order.*

*market led-quality driven*

*Viking Series 90 from Roof Units Group - unsurpassed for quality of product, quality of service, nationwide distribution and competitive pricing.*

**ROOF UNITS GROUP**  
A DIVISION OF AIR MOVEMENT GROUP

**DAN CHAMBERS LTD. 68 MOYLE ROAD, DUBLIN INDUSTRIAL ESTATE, GLASNEVIN, DUBLIN 11. TEL: 8303 222 FAX: 8308 888**  
**ENVIRONMENTAL SUPPLY Co. LTD. UNIT 1, 10 PRINCE REGENT ROAD, BELFAST BT5 6QR TEL: 0232 402100 FAX: 0232 402123**



## TRADE NEWS

Class 1 – 1st: Tony Kenna, Thermis, 38pts; 2nd: Peter Lambe, David Pattons, 38pts; and 3rd: P J Phelan, IIF Cork, 36pts;

Class 2 – 1st: Dermot Fennelly, Kilkenny, 41pts; 2nd: Tom Dack, Kilkenny, 38pts; 3rd: Brendan Pluck, Paramount,

38pts; and 4th: Stephen Harris, Harris Heating, 34pts;

Class 3 – 1st: Dermot Hogan, Bank of Ireland, 38pts; 2nd: Sean Flynn, OPW, 35pts; 3rd: Brendan Coughlan, Aer Rianta, 32pts; and 4th Liam O'Connell, Cork, 31pts



Ken Jess, Selkirk with Tony Kenna, Thermis Heating and John English, Hevac.



Wayne Richards, Conex Samba with Dermot Fennelly, Delahunt & Fennelly, and John English, Hevac.

### Toshiba Enters Chilled Water Market

Toshiba has entered the chilled water air conditioner market with a range of chilled water cassettes which are now available from G T Phelan.

Research and development of the new range has been carried out at Toshiba's Plymouth manufacturing facility making the range the first product to be designed as well as manufactured in the UK.

Designed for use where cooling only application applies, the range can be easily added to existing chilled water systems.

Features include auto-turn louvre for either 4-3 or 2-way directional airflow, slimline grilles, three fan speeds, fresh air knock out and optional controls.

# X-PERT TREATMENT

Specify the original brand X - the Sentinel range of central heating solutions - and you'll have the expertise of the country's biggest water treatment specialists behind you.

Whether it's boiler noise, sludged up radiators or a new installation, Sentinel have solutions to cure, control, protect and even extend the life of the system. All in all, excellent news for central heating experts.



**SENTINEL**  
ALWAYS ON GUARD

Grace Dearborn Limited, Widnes, Cheshire WA8 8UD.  
SENTINEL HOTLINE 0151 495 1861



# BORD TRÁCHTÁLA HVAC ROADSHOWS

The Bord Tráchtála-organised HVAC Roadshow, which proved such a massive success last year, has been further expanded for 1995 with four venues now included in the itinerary — Galway, Dublin, Cork and Belfast (see "Where & When", right).

Under the direction of Marketing Advisor Peter Jackson, the show format has been developed and refined with the number of participating companies also increased. The shows fill a vacuum in the marketplace in that they provide a very cost-effective and professionally-run vehicle for Irish manufacturers (see "Participants", right) serving the heating, ventilating and air conditioning sectors of the building services industry to present their product ranges to specifically-targeted specifiers and contractors.

A crucial element in the presentation format is that the show travels into each of the regions, making for direct contact between suppliers and interested professionals within a very structured though informal atmosphere.

The all-industry, active participation of specifiers, contractors and suppliers worked exceptionally well last year. This year will prove even more beneficial. So, make a note of the dates in your diary. The Bord Tráchtála HVAC Roadshow coming to your area is an opportunity not to be missed.

**Contact: Peter Jackson.**

**Tel: 01 - 269 5011; Fax: 01 - 269 5820**



**IRISH  
TRADE  
BOARD**

## Where & When

### **GALWAY**

Venue: Corrib Great Southern  
Date: Tuesday, 24 October  
Time: 4.30pm – 9.30pm

### **DUBLIN**

Venue: Jurys, Ballsbridge  
Date: Thursday, 2 November  
Time: 4.30pm – 9.30pm

### **CORK**

Venue: Silver Springs Hotel  
Date: Wednesday, 8 November  
Time: 4.30pm – 9.30pm

### **BELFAST**

Venue: Stormont Hotel  
Date: Tuesday, 14 November  
Time: 4.30pm – 9.30pm

## Participants

Kental Systems; Rom  
Plastics; ABS Pumps;  
Quality Plastics; Thermo-  
Air; Lycris Byrne;  
Enviroengineering; Grant  
Engineering; Mark Eire;  
Barlo; Merriott; JBIF Gas  
Appliances; Liberty Air  
Technology; Veba  
Radiators; Wilo Pumps;  
Unitherm.





**IRISH  
TRADE  
BOARD**

**BORD TRÁCHTÁLA  
HVAC ROADSHOWS**

## JBF Gas Appliances

JBF Gas Appliances Ltd is an Irish-owned manufacturing company located in the East Cork town of Midleton. It manufactures a wide range of equipment which includes indirect gas-fired suspended unit air heaters, gas and oil-fired space heaters, radiant tubes and air handling units. This range of equipment provides heating and ventilation solutions for most

## Rom Plastics

Rom Plastics will display two brand new products.

The Nuline® range of kitchen sinks made from Nitrom® is available in a wide range of colours. Manufactured in single-bowl, single-drainer and 1 1/2 bowl single-drainer, the design will complement a wide range of interiors.

The New Romcast Bath – from Irelands only plastic bath manufacturer – is a heavy-duty bath suitable for housing, contract and commercial use.

Both product ranges are made in the new Rosplas facility in Galway and complement the wide range of the Rom Group's quality, Irish-manufactured products.

Contact: Tom Davy.  
Tel: 01 - 626 0500.

## Barlo

Barlo's new range of panel radiators and convectors have been very well received by the market. The new DP+ model, offering a slimmer appearance, is ideally suited to modern highly insulated homes.

The alteration to the end profile, which has seen the AV vent positioned at the rear of the panel, has improved the products appearance dramatically. All contractors are now used to the new length options available.

Having developed towel rails for the European market Barlo successfully launched them to the Irish market. The design of the towel rail has found wide acceptance with Barlo creating demand for towel rails which heretofore were perceived as being out of the range for normal housing.

Contact: Ollie Fitzpatrick. Tel: 052 - 22822.

Barlo towel rail.



JBF WSN unit with fan box, damper and filter box.

commercial and industrial sites and comes as standard with CE certification. JBF also supplies a complete range of top quality flue at extremely competitive prices.

The company's client portfolio includes some of Ireland's most progressive companies, eg, Smurfit Corrugated, Bell Lines, Woodies DIY, Dublin Corporation, Clonmel Pharmaceuticals and Alps Computer Products.

Contact: Joe Flanagan/  
Vincent Kavanagh.  
Tel: 021 - 632894.

## Grant Engineering

Grant Engineering Ltd is an Irish-owned company located in Birr, Co Offaly. It designs and manufactures a wide range of domestic heating appliances, both for the home and export markets and employs 120 people.

The innovative design of Grant boilers have been designed to comply with the latest European Standards, ie, OFS A100 & EN 303, and are manufactured to IS/ISO 9001/EN 29001 Quality System.

Grant boilers are solidly constructed to give years of trouble-free operation, are fully-insulated and sound proofed to operate quietly. They are extremely efficient, producing low NOx emissions and clean combustion.

Contact: Joe Conroy.  
Tel: 0509 - 20089.

## Lycris Byrne

With the introduction of their new "Lifetime" guaranteed range of glass-lined high pressure or unvented hot water storage cylinders, Lycris Byrne has become the only company in Ireland to be able to claim to offer the complete answer to all hot and cold water storage and supply requirements. When this innovation is added to their combination units, computer controlled heat exchange kit, DIY cylinder and customised range of copper cylinders, it is clear that they are justified in their claim.

Lycris Byrne was also awarded the ISO9002 Quality Assurance Standard earlier this year, assuring not only technical excellence, but also quality products.

To meet the increased demand for their expanding product range, Lycris Byrne moved to larger modern premises in Bray late last year, which will allow continued expansion to meet the individual needs of their growing loyal customers.

Contact: Chris/Lily Byrne. Tel: 01 - 286 3794.

## Thermo-Air

Thermo-Air, the Carlow-based multi-national heating and ventilation equipment manufacturer, has reported a further increase in Irish sales turnover. This, according to management, has been the general trend since 1987 when a decision was made to apply more of their sales and marketing effort to the Irish market.

Manufacturing a range of quality units which includes LPHW unit heaters, overdoor air curtains, ceiling void units, compact "from stock" air handling units and oil/gas fired space heaters, a solution for all commercial and industrial heating requirements can be supplied from stock products.

Along with the above, Thermo Air manufactures the LBK range of custom-built air handling units with capacities from 250 to over 50000 m3/hr. Delivery periods for the LBKs range from one week.

In particular, the series UH 7-9-10 unit heaters and the PC-600 range of ceiling void location air heaters have proved to be popular products, with production/sales figures now reaching 1200 units annually.

Re-investment in modern premises and plant has resulted in a production area which has grown from 1300 sq ft in 1980 to almost 120,000 sq ft to date, enabling large-scale production capabilities and techniques.

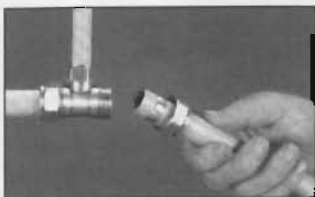
Contact: Jack Dempsey/Gerry O'Neil. Tel: 0503 - 31646.

## Quality Plastics

Quality Plastics is exhibiting its very popular Qual-PEX pipe for hot/cold water systems and central and underfloor heating systems. Developed specifically to suit Irish size brass compression fittings in 1/2", 3/4" and 1" diameters and manufactured from crosslinked high-density polyethylene to the highest of international standards, Qual-PEX is rapidly becoming the Irish plumber's choice.

Because its flexibility and lightness make it so much





**Qual-Pex from Quality  
Plastics may be used with  
any standard IS239 (Irish  
size) compression fitting.**

easier to manoeuvre than traditional materials, installation time savings of up to 40% have been recorded during independent tests. In addition to these advantages are the facts that Qual-PEX costs less than copper, is more resistant to frost and is cooler to touch, even when running the hottest of water.

Quality Plastics, an ISO9002 and BS5750-approved company, is the leading Irish polythene pipe manufacturer and employs 62 people at its plant in Cork and a further five regionally based sales representatives. In addition to Qual-PEX, QPL manufactures black low density and blue medium density polyethylene QualPLAST water pipe, yellow medium density QualGAS gas pipe and QualPLAST DPC, all to the most stringent of Irish and European technical standards. Complementing this range are QualLITE fibreglass and PVC roof sheeting, QualPLAST PVC waste and drainage pipes and a complete range of fittings for PVC, Qual-PEX and polythene pipes.

Contact: Brendan O'Brien.  
Tel: 021 - 884700.

## Environeering

Although it is only three years since Environeering Ltd of Longford began trading, it has already made a major impact in the air-conditioning and air-cooling sectors. The company is involved in the design and manufacture of the Whispair range of 5kw, 10kw and 18kw mobile air coolers, as well as compressed-air and water humidification equipment. The full range is available for sale or hire. The Whispair units are equally effective as spot coolers or air conditioners, and have proved particularly effective in difficult and temporary situations, where conventional split systems are ineffective or too expensive. The cool, dehumidified air supply can be treated to eliminate air-borne bacteria, by means of an oxidation process (through the creation of ozone).

The company also distributes a range of smaller mobile coolers (3.3kw and 2.2kw), and rapid and evaporative fans.

More than 60 of their 5kw units were hired in 1995 for cooling the reception marquees at the Murphy's Irish Open Golf Championships at Mount Juliet, and the Irish Ladies' Open at St Margarets Golf Club. The units were also utilised at all the major race meetings, including the Budweiser Derby and the Galway Races.

Since 1993 Environeering Ltd has also concentrated on meeting the requirements of the mushroom industry and provides a complete range of environmental control equipment.

Contact: Brian Hall. Tel: 043 - 47197.

## Wilo Engineering

Wilo Engineering Ltd is the Irish sales and distribution company for the German owned Oplander Group of pump companies.

Wilo Engineering Ltd is based in Limerick where Wilo also have a manufacturing facility which employs approximately 130 people manufacturing motors, impellers and pumps for the European market.

Wilo Engineering Ltd have one of the most extensive ranges of pumps for building services in Ireland. This range includes pumps for circulating water in central heating systems, chilled water systems and for boosting water for hot and cold water systems. The company also supplies pumps for oil transfer duties and automatic filler units for sealed heating systems.

Contact: Tony Cusack. Tel: 061 - 410963.

## Veha Radiators

Veha Radiators are currently on the crest of a wave, further consolidating and expanding on the significant inroads the brand has made both on the home market and in the UK in recent years. At the time of writing the manufacturing plant in Wicklow was operating two full shifts with the first phase of the planned £2million investment programme having been commissioned. This comprises new paint technology which has improved the company's product quality and its competitiveness, especially on the international marketplace.

Additionally, a new folding press has just been commissioned and this,

coupled with the high specification production processes and manufacturing machinery used at the factory, will guarantee support and continuity of supply to the trade.

Indeed, industry support is seen as a key element of

Veha's marketing drive. To that end a new Heat Loss programme will be unveiled at the show, along with the company's new

product catalogue.

This details Veha's all-embracing product portfolio which covers domestic, commercial and industrial sectors. All requirements are catered for, a particular advantage being the company's ability to produce tailor-made, customised radiators.

Veha has also strengthened its position in Northern Ireland with the appointment of Mark Williams as Sales Manager for that region where, to date, the company has used a selling agent.

Contact: Jim O'Reilly.  
Tel: 0404 - 67278.

## Kental Systems

Kental Systems is a technology company involved in several product sectors, mostly relating to environmental control and conditioning. The products being exhibited include:-

**Kingfisher** – a total air conditioning system for small to medium sized applications, which uses no CFC whatsoever within occupied space. This is a networked system which only requires plumbing skills to install. Kingfisher is fully patented worldwide.

Kental will also display a range of patented domestic and horticultural heat pumps. These will give a typical saving of 50% over the cost of oil as the energy source. The domestic heat pump system allows heat only, or full domestic air conditioning, as the need requires.

Contact: Jim Tangney. Tel: 026 - 45003.



**IRISH  
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**BORD TRÁCHTÁLA  
HVAC ROADSHOWS**

## ABS Pumps

ABS Pumps of Wexford are leading manufacturers of submersible sewage pumps suitable for aquaculture, agriculture, construction industry, treatment plants and power stations. ABS has manufactured pumps in Wexford for over 20 years and throughout that time has grown dramatically from an initial workforce of 25 to the present staff level of over 350.

ABS also has manufacturing plants in Germany, Sweden and Brazil.

Within the building industry, ABS is striving to produce the best possible lifting stations to cater for all requirements, from a very small unit like Piranhamat – which is submersible for 1 WC installation – to the very large Synconta which caters for the needs of large establishments like housing estates.

The lifting stations are manufactured to the highest





## IRISH TRADE BOARD

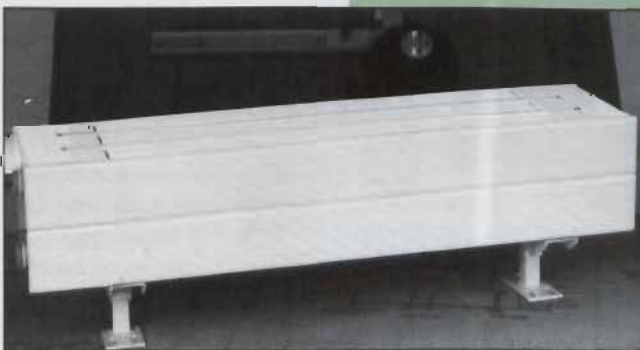
### BORD TRÁCHTÁLA HVAC ROADSHOWS

technical standards and all models in the range come complete with controls, pipework and valves for ease of installation, as well as additional features exclusive to ABS products.

As well as a strong presence in the area of research and development, ABS concentrates strongly on quality control. Quality assurance at every stage of manufacture employs the latest technology to ensure accurately-machined and assembled units.

This has been a driving force in achieving ABS's renowned reputation. The company was awarded the Irish Quality Assurance Mark in 1986 and, more recently, has also achieved the ISO 9001, further emphasising its commitment to quality.

Contact: John Molloy.  
Tel: 053 - 43200.



**Merriott's new Radiavector.**  
Contact: Frank Donohue.  
Tel: 01 - 459 6213.

### Mark Eire

Mark Eire BV which is based in Coolea, Macroom, Co Cork, was established in 1987 and is a branch of Mark BV Veendam, Holland.

It manufactures industrial heating and ventilation equipment, including:-

Fohn – gas/oil fired air heater;  
Ek-Fohn – industrial gas/oil fired air heater;  
GS/GC – suspended gas fired air heater;  
Calflo – direct fired unit;  
Infra – indirect fired black tube radiant heater;  
Infra – HT direct fired radiant plaque heater;  
Infra Quartz – quartz radiant heater;  
Infra Aqua – warm water or

thermal oil panels;

Tanner – indirect warm water unit air heater;

Marklimat – air handling unit;

Eco-Fan – recirculation/ventilation unit;

Fan-Coil – ventilator convector;

Dryflo – process burner

installation;

Oxifo –

incinerator;

Mark Bender –

hydraulic

pipebending machines; and

Mark Cool – air conditioning.

Mark Eire sees itself in the area of service, selling comfort and to this end it employs full time sales engineers to assist with design options, liaise with

contractors, sales of service contracts and customer support. The engineers are supported by technical sales people in the office producing quotations and drawings, both with a manual and autocad system.



### Mark Éire electro-hydraulic tube benders for serial bend production.

Mark Eire employs 35 people at its manufacturing plant in Coolea and, where possible, sources raw materials in Ireland. The company holds all relevant international approval and certification marks for its products and production processes, including CE approval, British Gas plc (Watson House) and of course IS/ISO 9002/EN 29002.

Contact: Maurice Byrne.  
Tel: 01 - 668 0510;  
Mike O'Donoghue.  
Tel: 026 - 45334.

### Unitherm

Unitherm Products Ltd manufactures a range of quality electrical hygiene appliances which are sold in Ireland and exported to 25 countries. The company was formed in 1983 and has been under new management since January 1994.

Among the products manufactured are:-

Insectazap – a range of electronic flykillers;

Steriloo – This odour controller is the company's flagship product and to date has been sold in 25 countries. The Steriloo produces activated oxygen, including ozone, in trace quantities and this destroys odours;

Germazap – This air steriliser is a branded application of the Steriloo, designed for use where fresh produce is stored;

Envirozone – This range of portable air sterilisers is used to eliminate odours in office meeting rooms, waiting rooms etc;

Smokebuster – A competitively-priced electrostatic air cleaner with disposable filter pads which also produces ozone;

Biozone – A powerful ozone generator for mounting on refuse compactors. It pumps ozone into the compactor and storage chambers to neutralise odours.

Contact: Gerard Killen. Tel: 01 - 677 3702.

### Merriott

Merriott Radiators continue to invest for growth each year. Since its acquisition by Barlo Group plc, Merriott has grown its market share significantly and developed new export markets. This year saw the introduction of Merriott's new technical catalogue. This catalogue was introduced to have uniformity of selection and coding in all markets, irrespective of language barriers.

November 1st has been confirmed as launch date for the new Merriott Radiator. This product has been designed for the European market and is

available in seven models with heights from 70mm to 280mm and lengths from 500mm to 3500mm. In addition, a stock range will be carried with lengths between 1000mm and 2000mm. A novel feature of the product is the energy saving option available. This model includes a low surface temperature panel designed to reduce energy transmission from the radiator when installed.

### Liberty Air Technology

Liberty Air Technology will be exhibiting their new LMT in-line twin fan. This unit is unique in its design with mixed flow impellers and includes high pressure low noise performance, and is a name now synonymous with Liberty Air Technology. The compact size particularly in height makes this product a designers dream. There is the option of running this unit as a run and standby unit or both fans can run in parallel.

Liberty Air Technology will also introduce their new range of MFQ quiet fans. These fans have been designed for low noise application in confined false ceiling installation.

A perforated plate diffuser new to the Liberty range of products for ceiling tile application will also be on display.

Contact: Tim O'Flaherty.  
Tel: 01 - 456 4064.



## 'Gas Directive 90.396.EEC'

# Suppliers and Contractors Beware

Below: Tom Kennedy, Technical Sales Manager, Bord Gais with Pat Walshe, General Sales Manager, Bord Gais and Barry Kenna, IDHE Chairman.

A large attendance representing a broad cross-section of the building services supply and contracting sectors participated in the recent IDHE evening at the Engineers' Club in Clyde Road, Dublin 4. It was the first event in the IDHE '95/'96 programme and, if the subject matter for the occasion is anything to go by, the forthcoming series of lectures will prove most stimulating.

At this first meeting Tom Kennedy and Pat Walshe of Bord Gais delivered an excellent and most informative paper on "Gas Directive 90.396.EEC". This presentation was timely as the 1990 Directive of the EU Council relating to "Appliances Burning Gaseous Fuel" became law in Ireland in 1992. The requirements of the directive become absolute on the 1 January, 1996.

This has major legal and commercial implications for anybody selling, installing or servicing gas appliances, whether fuelled by LPG or natural gas. The legislation covers all gas appliances except those used in manufacturing/industrial processes.

Enforcement will be the responsibility of the Department of Enterprise and Employment and liability will rest with anybody who "places an appliance on the market". "Placing" includes sale, replacement and giving away for free!

### So, what's it all about

The EU commission found that disparity of safety levels of appliances hindered the trade in



those appliances within the community. Consequently, the Directive was drawn up to establish provisions necessary to satisfy mandatory and essential requirements of safety, health and energy conservation.

The mandatory requirement establishes recognition of certification procedures by member states. Under the Requirement, member states may not prohibit, restrict or impede the placing on the market and putting into service of appliances which satisfy the essential requirements of the Directive. Thus, free movement of appliances is provided for. But, how do we know the appliance is suitable?

The essential requirements relating to the appliances are included in the Directive under two headings:-

1. General, which encompasses matters such as instructions, warning notices, notices on packaging, restrictions of use, etc;
2. Design and construction, which deals with requirements relating to

ignition, unburned gases, products of combustion, flame stability, ventilation, etc. It also refers to rational use of energy and surface temperatures.

Any appliance meeting the essential requirements can be certified by a notified certifying body and placed on the market bearing a CE mark. This CE mark is confirmation to the intending purchaser/installer that the product meets with the essential requirements.

If a product is found not to meet these requirements – or has the CE mark fixed erroneously or with an intent to mislead – then the member state where the product is placed on the market has the responsibility for ensuring enforcement.

This very positive step for supplier and consumer alike ensures a free market throughout member states for all appliances which meet essential requirements. Reliance has been placed on the manufacturer to inform the consumer of details, not only of output and performance, but also of special requirements relating to ventilation, location, etc.

In Ireland, this changes significantly the traditional reliance on the gas suppliers to monitor and approve appliances. The change – while having significant implications for suppliers and installers – should be welcomed by the industry at large. The inherent legal and commercial implications may at first seem onerous but, responsible, bona fide companies will find that a more orderly marketplace will result provided the Department enforces the Directives requirements. ■



Eamon McGlade, Bord Gais with Jimmy Farrell, Bord Gais and Alan Rice, Gas Ireland.



# HEATING CONTROLS & DEVICES (IRL) LTD

45 Broomhill Close, Tallaght, Dublin 24. Tel: 01 - 452 1533/452 1635; Fax: 01 - 452 1764

## Air Heaters – Ex-stock ... Competitive Prices

**H**eating Controls & Devices (Irl) Ltd has been supplying the Irish building services industry for over 25 years. Throughout that time principal Winston Taylor and his team have established a reputation for quality products and quality service, particularly in certain specialist niche product areas.

Ex-stock availability coupled with an expansive product portfolio are the hallmarks of HCD's strengths and these are further complemented by full technical support and advice where required.

Heating Controls & Devices concentrates solely on brand-leading names but is perhaps best known for its long-standing and highly-successful trading relationship with Powrmatic. HCD has represented Powrmatic in Ireland for over a quarter of a century and in that time has established market-leader status for the brand, especially in air heaters where the name Powrmatic is all but synonymous with air heating.

Established in 1960, Powrmatic is now Europe's No. 1 supplier of commercial warm heaters. To ensure a consistently-high level of quality and flexibility, Powrmatic employs the very latest manufacturing techniques and has made significant investment in the most technologically-advanced machinery and equipment.

Proof of its success in this endeavour is the fact that the company has full approval to BS 5750, ISO 9001 and ISO EN 29001.

The full range comprises the following:-

- ☐ Warm air Heaters — Cabinet heaters, direct and indirect-fired; Units heaters, gas and oil-fired;
- ☐ Radiant Heaters — Gas-fired and Electric;
- ☐ Flue Systems — A comprehensive range of flue systems;

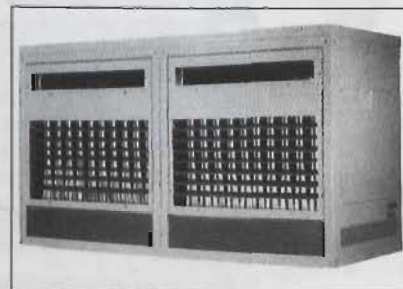
***“Availability and price are all-important when it comes to air heaters. HCD guarantees ex-stock availability and the most competitive prices on the market”***

☐ Energy Saving Equipment — The Calecon range of thermal economiser units;

☐ Energy Controls — Comprehensive range of sophisticated controls.

Typical examples from the range include:-

(a) Upright, free-standing and cabinet air heaters with capacities from 100,000 Btu/h to 1 million



**Powrmatic PGUH gas-fired unit heaters are available in conventional and balanced-flue versions.**

Btu/h (oil) and 100,000 Btu/h to 500,000 Btu/h (gas);

(b) PGUH gas-fired unit heaters in conventional and balanced-flue versions;

(c) Calecon thermal economiser units which automatically recirculate high-level hot air, significantly reducing stratification and heat losses;

(d) Three types of flue — Twin-wall gas vent up to 10"; System 250 twin-wall stainless steel flue insulated to Class 1 and also suitable for solid fuel; and single-wall stainless steel up to 10".

Other products in the HCD portfolio include Danfoss controls; boilers; Reillo burners (which, incidentally, are fitted to all heaters); Trace heating tapes; Eurogauge, Normond and KDG tank gauges; Fire valves and foam boxes; Ivo draught stabilisers; oil fill control instrumentation; and safety equipment.

### Contact

**Winston Taylor, HCD.**

**Tel: 01 - 452 1533/452 1635.**



# powrmatic range



CA



NCA



CP



EA



PAG



DFU



OUH



PGUH DCA



EUROMATIC



PGUH 480



CALECON

Powrmatic products are colour coded to the following BS Standards:  
DARK GREEN BS - 12B25, LIGHT GREEN BS - 12B21



POWRTROL



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# BTU GOLF REPORT



BTU Weekend – Liam Stenson, winner of the Back 9 pictured with Michael Murphy, ABB (sponsors) and Dave Sampson, BTU Captain.



BTU Weekend – Overall winner Gerry Baker, pictured with Michael Murphy of ABB (sponsors) and BTU Captain Dave Sampson.



BTU Weekend – Michael Morrissey, 5th prize, pictured with Michael Murphy, ABB (sponsors) and Dave Sampson, BTU Captain.

## GLASSON

### Sponsors: Potterton Myson

The BTU outing to Glasson in Athlone on 19 August was something of an unknown quantity as it was the first ever Society outing from the regular programme to be held on a Saturday. All credit to Potterton Myson for sponsoring this pioneering event which proved far more successful than anyone anticipated. Approximately 45 played on the day, travelling by coach and by car from all areas to this, most centrally-located, venue.

It's commonplace for the weather to influence scoring on the day but normally that's because it turns windy or wet, or even both. However, at Glasson the problem was the opposite. The temperature and humidity made the playing conditions very trying, the physical fitness of participants rather than their golfing prowess being put to the test. The site of players in the locker room having finished their rounds was a sight not to behold!

In the circumstances scoring was quite impressive with the overall winner, John Lavelle, and the various Class winners, fully deserving the beautiful prizes presented by Potterton Myson later on in the evening following the traditional meal.

Full results were as follows:-

**Overall Winner** – John Lavelle (11), Stackstown, 37pts; (**Back 9** – M Murphy)

### Class 1

1st – M Matthews (15), Newlands, B9 33 pts;

2nd – M Wyse (11), Clontarf, 33pts;

### Class 2

1st – S Kearney (15), Stackstown, 35pts;

2nd – G Phelan (15), Old Conna, (35-1) 34pts;

### Class 3

1st – M Murphy (23), Courtown, 37pts;

2nd – B Kearney (23), Edmondstown, 35pts;

### Visitors

1st – Frank Quigley (17), Woodbrook, 38pts;

2nd – Pat Waters (18), Lucan, 37pts;

**Front 9** – M Carroll, 20pts;

**Back 9** – F Treacy, 21pts.

## Rosslare Weekend, St Helen's Bay

### Sponsors: ABB

#### Men

1st – G Baker (8), Bray 36pts;

2nd – M Murphy (23), Courtown, 38pts;

3rd – D Sampson (16), Royal Dublin, 34pts;

4th – B Penrice (24), Old Conna, 33pts;

5th – M Morrissey (8), Dunlaoghaire, 32pts;

**Front 9** – T Quinn, 17pts;

**Back 9** – L Stenson, 18pts;

**Longest Drive** – G Baker;

**Nearest Pin** – T Quinn.

#### Ladies

1st – A Bready (36), Wicklow, 44pts;

2nd – M Lavelle (35), Stackstown, 38pts;

3rd – A Morrissey (36), Dunlaoghaire, 36pts;

**Front 9** – M Sampson, 19pts;

**Back 9** – D Delaney, 17pts;

**Longest Drive** – M Sampson.

### Matchplay Final

The Matchplay Final was also held on the weekend with Gerry Phelan beating Gerry Tobin 2 and 1. This was the first time the Matchplay Final was played on the weekend and, while Gerry Tobin had a prior engagement for the weekend, he did travel to play the match.



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